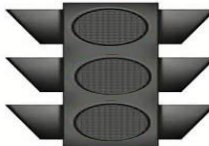
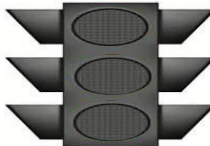


Medium to Large Deals in Pipeline - Expansion: Total # Jobs Economic Development

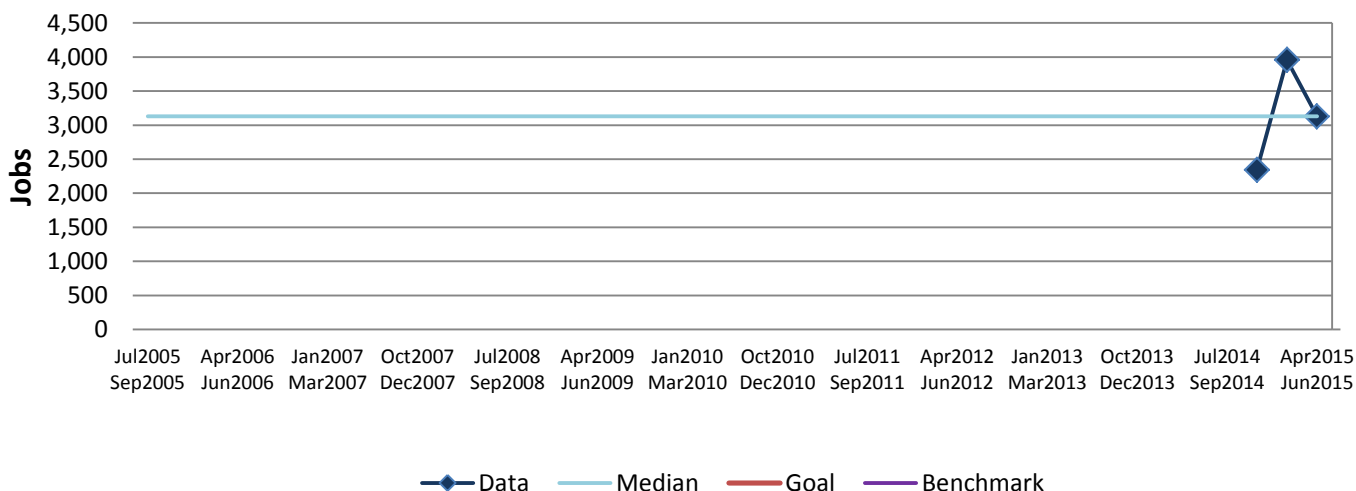


KPI Owner: Rebecca Fleischaker

Process: Business Expansion

Baseline, Goal, & Benchmark		Source Summary	Continuous Improvement Summary			
Baseline: TBD Goal: TBD Benchmark: TBD		Data Source: Salesforce Goal Source: TBD Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem Measurement Method: Sum of company reported data Why Measure: Jobs added by existing Louisville businesses improves local economy and aligns with Metro Goal #7 Next Improvement Step: Increase total number of jobs added by existing Louisville businesses			
How Are We Doing?						
Jul2010-Jun2015 5 Year Goal	Jul2010-Jun2015 5 Year Average		Apr2015-Jun2015 Goal	Apr2015-Jun2015 Actual		
TBD	3,143		TBD	3,128		
Jobs	Jobs		Jobs	Jobs		

Medium to Large Deals in Pipeline - Expansion: Total # Jobs



The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.